

Message Text

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PAGE 01 FRANKF 06471 010925Z

41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 STR-04 CIAE-00 INR-07

NSAE-00 /031 W

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R 100857Z OCT 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 1582

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 6471

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: MAJOR TRADE OPPORTUNITY: LEADING GERMAN CONSTRUCTION

FIRM SEEKS U.S. - PRODUCED VEHICLE - MOUNTED CRANES

VALUED AT \$ 15 MILLION.

1. DSD DILLINGER STAHLBAU GMBH (WTDR DATED JUNE 1972),
A LEADING GERMAN CONSTRUCTION FIRM SPECIALIZING IN
STEEL FABRICATION, SEEKS 30 - 40 VEHICLE-MOUNTED
TRACKED AND NON-TRACKED CRANES FOR INCORPORATION INTO
ONE OF THEIR MAJOR PROJECTS IN VENEZUELA. THESE CRANES
ARE EXPECTED TO COST ABOUT \$ 15 MILLION.

2. THE U.S. SUPPLIER SHOULD BE IN A POSITION TO PROVIDE
ON-THE SPOT SERVICE FOR THE CRANES IN VENEZUELA.

3. IN ADDITION, DSD SEEKS A FIVE-YEAR ARRANGEMENT FOR
THE PURCHASE UNDERWRITTEN BY EITHER THE U.S. SUPPLIER,
THE EXIMBANK, OR ANY AVAILABLE MIX OF FUNDING.

4. THE DEPARTMENT OF COMMERCE IS REQUESTED TO ALERT
APPROPRIATE U.S. SUPPLIERS, AND HAVE THEM CORRESPOND
DIRECTLY WITH THE BELOW-NAMED DSD OFFICIAL:

MANAGING DIRECTOR DR. KURT LINSTER

6630 SAARLOUIS

POSTFACH 1340

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PAGE 02 FRANKF 06471 010925Z

TELEPHONE: (06831) 181.LEHMANN

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Message Attributes

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